

# Novell and IBM

Working together to Help Customers  
Run their Business with Linux

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**Novell.**

# The Linux Alternative

# Linux: A Year of Progress



Linux is mainstream at the enterprise-server level.

Linux is growing at the desktop.

Independent software vendor support continues to grow at a rapid pace.

The new industry standards:

- Linux
- Firefox\* browser
- Service-oriented architectures



# The Tide Is Rising






- Three million plus production Linux servers around the world
- 10 million plus Linux desktops
- 70,000+ projects on SourceForge.net
- 30 new open source startups over the last six months
- More than 53 percent of CIOs adopting open source as a major platform

*Source: IDC, CIO Magazine and Novell*

Novell—More than Just Linux

# The Novell Linux Story



    	2001	Novell eDirectory™ on Linux
	<b>2003</b>	<b>Acquired Ximian</b>
	2003	Novell Identity Manager on Linux (a.k.a. Novell DirXML®)
	<b>2004</b>	<b>Acquired SUSE</b>
	2004	Novell exteNd™ on Linux
	<b>2004</b>	<b>GroupWise® on Linux</b>
	2004	SUSE™ Linux Enterprise Server 9 (Aug) <ul style="list-style-type: none"> <li>- First enterprise Linux to support 2.6 kernel</li> <li>- First enterprise Linux to achieve CC EAL4+</li> </ul>
	<b>2004</b>	<b>Novell Linux Desktop (Nov)</b>
	<b>2005</b>	<b>Novell Open Enterprise Server (March)</b>
	2005	SUSE Linux Professional 9.3 (May) <ul style="list-style-type: none"> <li>- Tech previews of dual core and XEN virtualization</li> </ul>
<b>2005</b>	<b>Opened development of SUSE Linux (Aug)</b>	

# Gartner

## Linux Operating System Distributions: Perspective

Mary I. Hubley, Cynthia Lubrano, Sept 2005

***“It appears that Novell is gaining traction with its Linux offerings.*** During the first fiscal quarter of 2005 (ended 31 January 2005), the company posted \$15 million in revenue associated with its SUSE Linux business, (Novell's total company revenue for that quarter was \$392 million) including \$7 million from subscriptions to SUSE Linux Enterprise Server.”

## Why Novell for Linux?

- Delivers a complete Linux ecosystem
- Eliminates barriers to Linux adoption
- Enables enterprise-wide deployment
- Maintains unparalleled commitment to Linux and open source



**Novell offers a secure, robust Linux platform.**



# Migration “Assets” Tools and Techniques

- Linux readiness assessments and training
- ROI calculator
- Solaris-to-Linux application conversion tool
- Migration guides, reference architectures and whitepapers
  - Migrating from Windows\* to Linux
  - Migrating from UNIX\* to Linux
  - NT4 Domain Migration
  - Creating a Core Build
  - Sun/Oracle\* Migration
  - Migrating to JBOSS\*
  - (and many others)

# Novell Premium Services

Customers look to Novell for...



- **Proven Technical Expertise**
  - Stable and reliable—24x7x365 access to Linux\* experts
- **Consistent Methodology**
  - Safe and secure—remote monitoring services, managed services, proactive health checks, preventative maintenance service and business-continuity services
- **Worldwide Delivery**
- **Strategic Partnerships**
  - Optimized and efficient—proactive planning services for a support plan, dedicated and onsite resources and ongoing relationship management
- **High Customer Satisfaction**



# openSUSE.org Statistics

Page views since launch: **4 million**

Registered users: **approximately 7,500**

Prerelease installs of SL 10.0 (beta 1 - RC4): **more than 30,000** (between August 8 and October 1)

SPRs (bugs) received from the community during the beta phase of SL 10.0 development: **more than 500** (high quality)

Wiki size at launch: approximately 20 pages

Wiki size today: **more than 175 pages** (over 120 community contributed)

SUSE Linux installation rate: **more than 5000 per day (one every 18 seconds)**

Video records of Novell usability tests published at [betterdesktop.opensuse.org](http://betterdesktop.opensuse.org): **more than 200**



# SUSE Linux Enterprise Server by the Numbers

Customers using SUSE Linux Enterprise Server

**Five** of the top 10 US retailers

**Four** of the top high technology chip manufactures

**Three** of the top 5 US retail banks

**Two** of the "Big 3" automotive companies

**75 percent** of all Linux Point of Sale  
**#1** distribution on IBM s390 and IBM zSeries

# Partners Supporting SUSE Linux



SUSE Linux Enterprise Server

# SUSE Linux Enterprise Server 9

A secure, reliable platform for Linux and open source computing in the enterprise:

- **Unmatched manageability** lowers the cost of ownership
- **Strongest security capabilities** ensure data privacy
- **Industry-leading scalability and reliability** enable mission-critical deployments
- **Robust application support** is provided for third-party and line-of-business applications
- **Novell backing** empowers businesses to deploy Linux with confidence



# The Easiest Linux Distribution to Deploy and Maintain

Fact:  
SUSE Linux Enterprise  
Server 9 offers the industry's  
most comprehensive  
installation, updating  
and monitoring services.



## Features

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- YaST
- AutoYaST
- YOU
- SLP
- LDAP support
- CIM support
- Novell ZENworks® Linux Management



# The Most Secure Linux Distribution on the Market

Fact:  
SUSE Linux Enterprise Server received the highest level of security and operations certification ever reached in the Linux market, Common Criteria Evaluation Assurance Level (EAL) 4+.



## Features

- Virtual private networking
- EAL certification
- Certificate management
- Support for encrypted file system
- Secure network connections

# Reliability and High Availability

Fact:  
SUSE Linux Enterprise  
Server 9 is reliable and  
provides multiserver  
clustering capabilities



## Features

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- Multi-server clustering
- Hotplug services
- Support for latest reliable hardware
- Carrier-grade Linux 2.0
- Data center Linux

# Industry-leading Performance and Scalability

Fact:  
SUSE Linux Enterprise Server 9 offers industry-leading performance and scalability capabilities for large-scale Linux deployments.



## Features

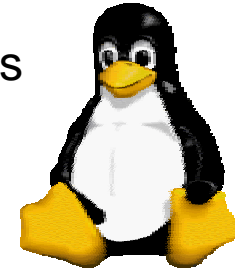
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- Performance
  - Kernel 2.6 performance
  - Flexible and pluggable I/O schedulers
- Scalability
  - Native POSIX Threading Library (NPTL)
  - Hyperthreading
  - Non-uniform memory management (NUMA)
  - Infiniband

DB2  
and SUSE Linux Enterprise  
Server

# History of DB2 on SUSE Linux Enterprise Server

- Since 2004 SUSE Linux Enterprise Server 9 is base of the development environment of DB2 (2.6 kernel version)



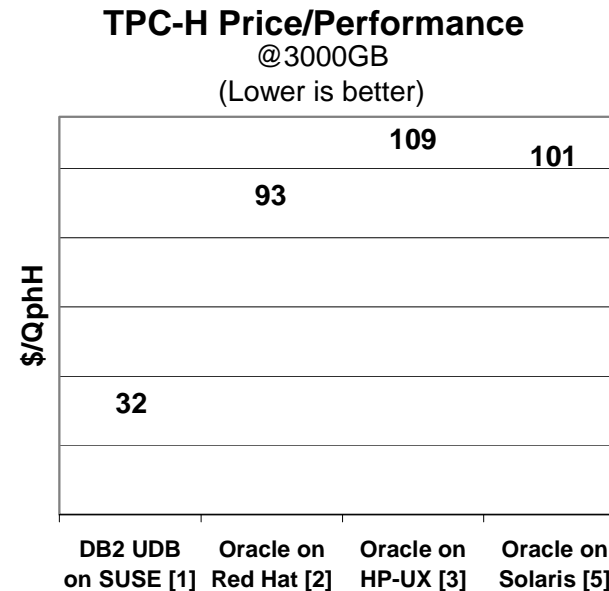
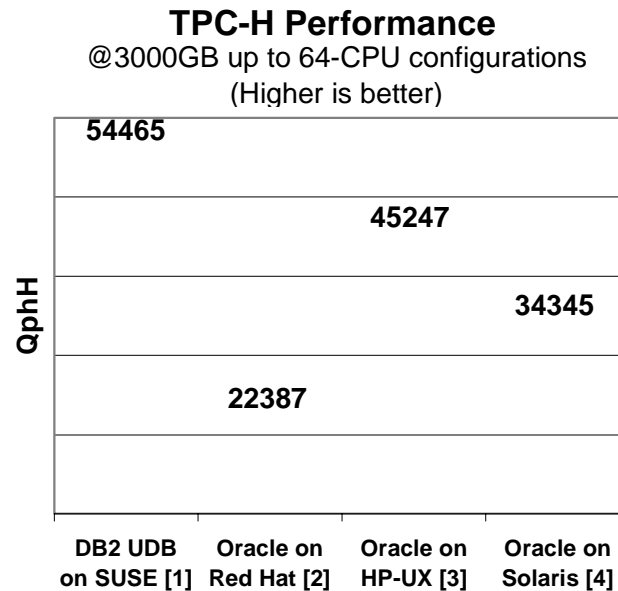
1998	1999	2000	2001	2002	2003	2004
Initial port: 3 people, evenings & weekends	Generally available to customers	First with support for Linux clusters (EEE) and Mainframe (zSeries)	First to publish TPC benchmark on Linux	V7.2: First w/ Autonomic capabilities	2003 support for Itanium, POWER and AMD64	V8.2: 2.6 Kernel, 64-bit versions for POWER, zSeries, EM64T



# The Combination of IBM DB2 and SUSE Linux Enterprise Server 9

Outperforms the competition

And costs significantly less



Results for 3TB TPC-H, current as of May 19, 2005. See [www.tpc.org](http://www.tpc.org) and Appendix for details.

# Benefits of IBM DB2 on SUSE Linux Enterprise Server 9

## Most Optimized Linux database: DB2 UDB V8.2 and SUSE LINUX Enterprise Server 9

- More than just lower cost. Better scalability, availability, reliability than traditional UNIX options
- DB2 scales to 1000 node
- DB2 UDB V8.2.2 built and optimized for SUSE Linux Enterprise Server 9
- Full Certifications for major releases

## Well Integrated with SUSE Linux Enterprise Server 9

- SUSE DB2 Software Integration Center in IBM Toronto Lab.
- YaST modules for DB2

## IBM and Novell share a deep partnership for Technology Leadership

- Joint exploitation of 2.6 kernel features
- Leaders in Performance and Price/Performance

# Customer Success Case





# Customer Success: Burlington Coat Factory

“SUSE Linux has performed beyond our expectations,” *said Michael Prince, CIO of Burlington Coat Factory Warehouse, Inc.* “We were really excited when Novell bought SUSE and we now view Novell as strong technology partner. They have an extraordinary attitude toward support and are committed to the Linux enterprise.”

## Business Issue

- Servers were expensive, obsolete and difficult and expensive to manage
- Dissatisfied with the support they were getting
- Need to continue supporting Oracle and 350 different storage devices
- Wanted a system that wasn't tied to a single vendor

## Novell Solution

- SUSE Linux Enterprise Server
- IBM xSeries servers
- Polyserve clustered environment
- High availability

## Result

- Solution implemented in less that two weeks
- Better performance during peak times
- Ten-fold reduction in hardware costs
- Enormous IT administration savings through auto-imaging
- Increased system stability
- No virus attacks since implementation

# Novell and IBM Announce BladeCenter Subscription

# SUSE Linux Enterprise Server for IBM BladeCenter



- IBM and Novell have teamed up to offer a new an innovative way of deploying enterprise systems on Linux
- The offer comprises a new subscription model for deploying SUSE Linux Enterprise Server from Novell on IBM BladeCenter chassis

**Novell.**



&

**IBM.**



# Customer Benefits



## Simplified subscription

- you can purchase either a one-year (\$2,792) or a three-year (\$6,980) subscription. Unlimited configurations of SUSE Linux Enterprise Server 9 are supported on any combination of blade servers within the IBM BladeCenter chassis.



## Simplified deployment

- The simple subscription model covers all supported hardware platforms including x86, x86-64 and POWER.



## Dramatically lower costs

- Within the IBM BladeCenter Chassis you are enabled to provision and re-provision blade servers without having to purchase and maintain additional individual SUSE Linux licenses.





# A Strong Novell and IBM Partnership

- SUSE Linux runs on all IBM hardware platforms
- IBM and SUSE co-developed Linux for Power and zSeries
- IBM and Novell co-developed IBM Retail Environment on SUSE (IRES)
- We are aligned and focused on the Retail, Financial, Industrial, Public sectors
- Dedicated Alliance Teams at Novell and IBM
- We have a joint program to port ISV's to SUSE Linux at IBM integration centers with Novell software and support



# Resources

- Free SUSE Linux Enterprise Server evaluation kits for POWER and zSeries

<http://www.novell.com/linux/ibm/>

- Free SUSE Linux Enterprise Server eval for x86, AMD64, EMT64T

<http://download.novell.com/index.jsp>

- Main Alliance Site: Novell

<http://www.novell.com/partners/ibm/>

- IBM Linux on Mainframe Library

<http://www1.ibm.com/servers/eserver/zseries/os/linux/library>

- Novell Certified Linux Engineer

<http://www.novell.com/training/certinfo/cle/>

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